(b) whether there has been any growth in Indian trade with Gulf countries in the current year;

(c) if so, the details thereof; and

(d) the steps taken by Government to augment trade with Gulf countries during the next Five Year Plan?

THE MINISTER OF STATE IN THE DEPARTMENT OF COMMERCE, MINISTRY OF COMMERCE AND INDUSTRY (SHRI JAIRAM RAMESH): (a) and (b) The trade turnover between India and Gulf countries has increased fourfold during the last three years, as indicated below:—

Value in US$ Million

Year	Trade turnover
2005-2006	21,629.16
2006-2007	18,020.25
2007-2008	84,929.12

(c) There has been tremendous growth in India's trade with Gulf Countries in the current year. Exports to Gulf countries during April-October, 2008 has gone upto US$ 19,060.80 million as compared to US$ 13,512.74 million during the corresponding period last year *i.e.* 2007. Similarly, imports have gone upto US$ 48,662.74 million from US$ 36,644.17 million, when compared to the same period in the last year.

(d) India is negotiating a Free Trade Agreement with Gulf Countries and two rounds of negotiations have been held. The Free Trade Agreement is aimed at giving a boost to trade and investment with Gulf Countries. Exchange of visits by Trade delegations from India and Gulf is encouraged to explore the business opportunities. Indian Trade Promotion Organisation also conducts Trade Fairs and Exhibitions in Gulf Countries to sensitize the business people in Gulf with trade opportunities available in India.

Impact of organised retailing on unorganised retail trade

881. SHRI N.R. GOVINDARAJAR: Will the Minister of COMMERCE AND INDUSTRY be pleased to state:

(a) whether Association of Indian Chamber of Commerce (ASSOCHAM) has constituted a Regulatory Authority for the retail sector;

(b) if so, the details thereof;

(c) whether the Indian Council for Research on International Economy Relations (ICRIER) have been entrusted to make a study on the impact of organised retailing and unorganised retail trade;

(d) whether ICRIER has submitted its report to Government; and

(e) if so, the details thereof?

THE MINISTER OF STATE IN THE DEPARTMENT OF INDUSTRIAL POLICY AND PROMOTION, MINISTRY OF COMMERCE AND INDUSTRY (SHRI ASHWANI KUMAR): (a) and (b) ASSOCHAM is purely a private organisation. This Department has no information regarding constitution of any Regulatory Authority by ASSOCHAM for retail sector.

(c) to (e) Government had instituted a study through Indian Council for Research on International Economic Relations (ICRIER). The Report of ICRIER was submitted in May 2008. The main findings of the ICRIER study are enclosed as a Statement. (*See* below). The ICRIER Report has been forwarded to the State Governments and Secretaries of the Central Government Ministries for their comments. The Ministry of Finance has further been requested to publicise the policy guidelines on credit to small retailers to increase awareness and facilitate small retailers to avail of the benefit of concession credit being extended by the Government.

Statement

Findings and Recommendations of ICRIER

The real GDP is expected to grow at 8-10 per cent per annum in the next five years. As a result, the consuming class with annual household incomes above Rs. 90,000 is expected to rise from about 370 million in 2006-07 to 620 million in 2011-12. Consequently, the retail business in India is estimated to grow at 13 per cent annually from US$ 322 billion in 2006-07 to US$ 590 billion in 2011-12. The study shows:—

- The unorganized retail sector is expected to grow at about 10 per cent per annum with sales rising from US$ 309 billion in 2006-07 to US$ 496 billion in 2011-12.
- Given the relatively weak financial State of unorganized retailers, and the physical space constraints on their expansion prospects, this sector alone will not be able to meet the growing demand for retail.
- Hence, organized retail which now constitutes a small four per cent of total retail sector is likely to grow at a much faster pace of 45-50 per cent per annum and quadruple its share in total retail trade to 16 per cent by 2011-12.
- This represents a positive sum game in which both unorganized and organized retail not only coexist but also grow substantially in size.
- The majority of unorganized retailers surveyed in this study, indicated their preference to continue in the business and compete rather than exit.

The Empirical Basis

The study comprised of survey of all segments of the economy that could be affected by the entry of large corporates in the retail business. The findings are based on a survey of 2020 unorganized small retailers across 10 major cities; 1318 consumers shopping at both organized and unorganized retail outlets; 100 intermediaries; and 197 farmers. In addition, a "control sample" survey was done of 805 unorganized retailers who are not in the vicinity of organized retail outlets in four metro cities.

Detailed interviews were also carried out for 12 large manufacturers, 20 small manufacturers and six established modern retailers.

The study contains an extensive review of international retail experience, particularly from the major emerging market economies.

Main Findings

Impact on Unorganized Retailers

- Unorganized retailers in the vicinity of organized retailers experienced a decline in their volume of business and profit in the initial years after the entry of large organized retailers.
- The adverse impact on sales and profit weakens over time.
- There was no evidence of a decline in overall employment in the unorganized sector as a result of the entry of organized retailers.
- There is some decline in employment in the North and West regions which, however, also weakens over time.
- The rate of closure of unorganized retail shops in gross terms is found to be 4.2 per cent per annum which is much lower than the international rate of closure of small businesses.
- The rate of closure on account of competition from organized retail is lower still at 1.7 per cent per annum.
- There is competitive response from traditional retailers through improved business practices and technology upgradation.
- A majority of unorganized retailers is keen to stay in the business and compete, while also wanting the next generation to continue likewise.
- Small retailers have been extending more credit to attract and retain customers.
- However, only 12 per cent of unorganized retailers have access to institutional credit and 37 per cent felt the need for better access to commercial bank credit.
- Most unorganized retailers are committed to remaining independent and barely 10 per cent preferred to become franchisees of organized retailers.

Impact on Consumers

- Consumers have definitely gained from organized retail on multiple counts.
- Overall consumer spending has increased with the entry of the organized retail.

- While all income groups saved through organized retail purchases, the survey revealed that lower income consumers saved more. Thus, organized retail is relatively more beneficial to the less well-off consumers.
- Proximity is a major comparative advantage of unorganized outlets.
- Unorganized retailers have significant competitive strengths that include consumer goodwill, credit sales, amenability to bargaining, ability to sell loose items, convenient timings, and home delivery.

Impact on Intermediaries

- The study did not find any evidence so far of adverse impact of organized retail on intermediaries.
- There is, however, some adverse impact on turnover and profit of intermediaries dealing in products such as, fruit, vegetables, and apparel.
- Over two-thirds of the intermediaries plan to expand their businesses in response to increased business opportunities opened by the expansion of retail.
- Only 22 per cent do not want the next generation to enter the same business.

Impact on Farmers

- Farmers benefit significantly from the option of direct sales to organized retailers.
- Average price realization for cauliflower farmers selling directly to organized retail is about 25 per cent higher than their proceeds from sale to regulated Government *mandi*.
- Profit realization for farmers selling directly to organized retailers is about 60 per cent higher than that received from selling in the *mandi*.
- The difference is even larger when the amount charged by the commission agent (usually 10 per cent of sale price) in the *mandi* is taken into account.

Impact on Manufacturers

- Large manufacturers have started feeling the competitive impact of organized retail through price and payment pressures.
- Manufacturers have responded through building and reinforcing their brand strength, increasing their own retail presence, 'adopting' small retailers, and setting up dedicated teams to deal with modern retailers.
- Entry of organized retail is transforming the logistics industry. This will create significant positive externalities across the economy.
- Small manufacturers did not report any significant impact of organized retail.

Policy Recommendations

On the basis of the results of the surveys and the review of international retail experience, the study makes the following major recommendations:—

1. Modernization of wetmarkets through public-private partnerships.
2. Facilitate *cash-and-carry* outlets, like Metro, for sale to unorganized retail and procurement from farmers, as in China.
3. Encourage co-operatives and associations of unorganized retailers for direct procurement from suppliers and farmers.
4. Ensure better credit availability to unorganized retailers from banks and micro-credit institutions through innovative banking solutions.
5. Facilitate the formation of farmers' co-operatives to directly sell to organized retailers.
6. Encourage formulation of "private codes of conduct" by organized retail for dealing with small suppliers. These may then be incorporated into enforceable legislation.
7. Simplification of the licensing and permit regime for organized retail and move towards a nationwide uniform licensing regime in the States to facilitate modern retail.
8. Strengthening the Competition Commission's role for enforcing rules against collusion and predatory pricing.
9. Modernization of APMC markets as modelled on the National Dairy Development Board (NDDB) Safal market in Bangalore.

Decline in investments by NRIs

†882. SHRI PRABHAT JHA: Will the Minister of COMMERCE AND INDUSTRY be pleased to state:

(a) whether it is a fact that the amount of investment by Non-Resident Indians (NRIs) in India has come down heavily in the last financial year due to global recession;

(b) if so, the details thereof;

(c) the State-wise details of the amount invested by Non-Resident Indians in the country during the last three years; and

(d) the steps being taken by Government to enhance the quantum of investment by Non-Resident Indians?

THE MINISTER OF STATE IN THE DEPARTMENT OF INDUSTRIAL POLICY AND PROMOTION, MINISTRY OF COMMERCE AND INDUSTRY (SHRI ASHWANI KUMAR): (a) to (c) Non-resident Indians (NRIs) can make capital investment under Foreign Direct Investment

†Original notice of the question was received in Hindi.